

Inside This Issue

[President's Message](#)
[Wine and Dinner](#)
[2013 Industry Forecast Meeting](#)
[Membership Update](#)
[In the News](#)
[Legislative Update](#)
[Members Helping Members](#)
[Income and Expense Reporting](#)
[Fun Question of the Quarter](#)
[Community Action Committee](#)
[IYP News](#)
[Friends of IREM Vendor Tips](#)
[Job Placement](#)
[Education Opportunities](#)
[Region 3 Education](#)
[Friends of IREM Appreciation](#)
[Event](#)
[Friends of IREM Directory](#)

UPCOMING EVENTS

General Membership Meeting

Lunch Meeting
on March 13, 2013
at [Clyde's](#), Tysons Corner

Lunch Meeting
on April 24, 2013
at [Maggiano's Little Italy](#),
Tysons Galleria

[View the 2013 meeting schedule](#)

IREM REGIONAL GALA

2013 IREM Gala

Benefitting [Special Love](#) for
Children with Cancer

Friday, May 17th 2013
at the
[Congressional Country Club](#)

President's Message

by Leigh Carter, CPM®

Happy 2013! I hope you are all prosperous and well in this wonderful New Year and that you are ready to make Chapter 77 go completely "off the charts" with membership, participation, and by implementing new ideas! I would like to start by showcasing two of our many successes in 2012

- Under the leadership of Christy White, and the watchful eye of Treasurer Charlotte Wilson, we not only met but exceeded our 2012 financial goals ending with a positive year end variance of \$5,736.78!
- We also increased our membership by an awesome 11.5% which was largely due to ARM® Committee Chair Glen Skutnik. With Glen's help, we pinned 31 new ARM®s in 2012!



I would like to give a huge thank you to Christy White for making 2012 such a success. I am so glad to have had the opportunity to learn from her and hope that I am able to maintain the high standards that she has set before me.

At our 2008 Regional Forecast meeting it was noted that "R" stands for Resilient, not Recession. Over the past several years of decline and then rebound, we have learned that this is completely true. This was echoed in our January 17th, 2013 Regional Industry Forecast Event. While the process may seem slow, our area has actually been quite resilient and continues to move up the chart as we continue to see new commercial, residential, and retail leases signed at a steady pace. Chapter 92 was our gracious host for the forecast event this year at the Bethesda Marriott and it was interesting, informative, fun, and a great opportunity for networking. Learn more and see some of those that attended in the article below.

To register and for additional information, visit the [IREM Gala website](#).

Mark your calendars and save the dates for our 2013 General Membership Meetings, Community Action and IYP events. I challenge everyone to attend at least one [Community Action](#) and [IYP event](#) this year, all of which can be found on our website. Attending and participating gives you the opportunity to take advantage of the invaluable resources offered within our chapter and to "pay it forward" to others.

I thank you for the opportunity to serve as your 2013 President. I welcome and encourage new innovative, cutting-edge ideas that are going to spring us forward. We have an exciting year ahead as we prepare to take on new initiatives and embrace those already in place. I hope you will join me for the ride!

Wine and Dinner

February 13, 2013 at Wildfire Restaurant

Members and guests enjoyed a wonderful four-course dinner with wine pairings at Wildfire during the February general membership meeting.





2013 Industry Forecast Meeting

January 17, 2013 at Bethesda North Marriott Conference Center

by Richard Reed, CPM® and Charlotte Wilson, CPM®

Each year, IREM Chapters 8, 77, and 92 gather for a mini tradeshow and to hear a panel of experts give their forecast on how the economy will impact the real estate market in the upcoming year. On January 17th, Chapter 92 (West-Central Maryland) hosted this year's event at the Marriott Bethesda North Hotel.

The main speaker each year is Dr. Stephen Fuller, the "go-to economist in the Washington Region." During his address, Dr. Fuller provided some of the following statistics:

- Current recession recovery is slower than recessions in 1982, 1991, and 2001.
- DC lost jobs for the first time in 36 months - health and education are the only areas currently experiencing job growth.
- Northern VA is showing 2/3 of the job growth in the region in spite of the slowdown in federal/government contracting. Areas demonstrating the largest growth were professional/business, state/local government, retail, and financial.
- The 5-year forecast (through 2017) projects 281,000 new jobs, primarily in professional/business (144,000), service jobs, construction (55,000), and health/education (39,000). These represent 85% of the total growth. The only area where jobs are projected to be lost is in the federal government.
- Regional employment changes are projected as follows (all growth): 2012 - +36,000; 2013 - +42,000; 2014 - +45,000; 2015 - +43,000.



In addition to Dr. Fuller, a panel consisting of Taylor Chess (SVP Retail - The Peterson Companies), Julie Smith (President - Bozzuto Management) and Jack McShea (President - McShea Management) discussed Residential and Commercial trends in the MD, DC and VA markets. The meeting was followed by a vendor blender and a cocktail reception.



Membership Update

by Glen Skutnik, CPM®, ARM® and Anja Mottern, CPM®

The ARM® committee pinned three new members at the February membership meeting:

- Tiffany Campbell (AJ Dwoskin)
- Megan Zaverl (Kettler Management)
- Vincent Knight (Kettler Management)



Tiffany Campbell, AJ Dwoskin



Vincent Knight, Kettler Management



Megan Zaverl, Kettler Management

We welcome the following new CPM® Candidates to Chapter 77:

- Brian Tice (Clark Realty Capitol, LLC)
- Amy Kaiser (I-95 Business Parks Management)
- Deborah Franco (SL Nusbaum)
- Johan Zea (Home Properties)

In the News

Cindy Clare, CPM® (Kettler Management) was awarded the 2013 Sidney Glassman Memorial Award by AOBA of Metropolitan Washington.

Shirley Garcia, ARM® was promoted from Assistant Property Manager at The Fields of Leesburg to Property manager at The Fields of Sterling. Shirley has been a Kettler Management team member since 2003, working at a variety of Tax Credit communities.

Congratulations to Pat Engler, CPM®, (Rockcrest Group) who welcomed her first grandchild on January 16th. Thea Yvonne weighed in at 7 lbs. 11 oz.

CPM® members Ebony Landon and Richard Reed (both from Vornado/Charles E Smith) were promoted to Senior Property Managers.

Congratulations to CPM® Candidate Emily Walker on her engagement to Brandon Rowland! The wedding date has been set for February 1, 2014 in Charleston, SC.



Legislative Update

by Elaine Gooding, CPM®

The IREM Legislative Department is thrilled to announce the 16th annual IREM Capitol Hill Visits in Washington D.C. in conjunction with the IREM Leadership and Legislative Summit. This exciting event gives IREM members an opportunity to meet with U.S. Congressional members and to lobby for important industry issues. IREM works with CCIM



Institute, a sister organization with a focus on commercial real estate, in planning and attending the Capitol Hill Visits. This partnership allows a solid representation and shows the elected officials that we have a strong voice.

Registration for this free event is now open. Please [click here](#) to register for both the Capitol Hill Visits and the Leadership and Legislative Summit.

If you can't attend the Legislative Summit, please plan to join us April 10th on Capitol Hill.

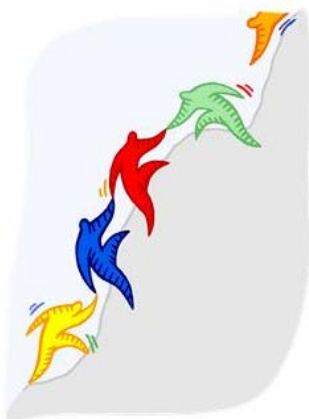
Who: YOU!
What: 2013 Capitol Hill Visits Day
Where: Washington, D.C. (Capitol Hill)
When: April 9-10, 2013
Why: To let your elected officials know that real estate management and commercial real estate issues are important to their constituents.

Questions? Want to volunteer? Contact Elaine.gooding@cassidyurley.com.

Members Helping Members: *Mentors Needed*

by Miranda Jernigan, ARM®, CPM®

Obtaining the CPM® designation is a challenging and exciting accomplishment in an IREM member's career. Whether you choose to sit for the MPSA exam or complete the management plan, there are multiple steps to obtain the designation that can be hard to navigate.



One of the goals this year is to increase support of our CPM® Candidates members through a mentorship program. We would ideally like to pair up willing CPM® members with candidates who have questions or need guidance to get through the process and ultimately receive their designation.

If you are a CPM® member who would like to be a mentor or a Candidate who would like to request a mentor, please e-mail Miranda Jernigan at mjernigan@kettler.com for more information.

Income and Expense Reporting

by Sara Hobbs, CPM®

Exclusively offered by IREM, the Income/Expense Analysis® Reports are essential tools that help

you take your properties in the right direction. From operating ratios to vacancy rates, these reports will give you the comparative data you need.

Submit your operating data by April 1, 2013 and receive a free, complimentary copy of IREM's Income/Expense Analysis Report.

Visit the new Website to enter your data - it is easier than ever! <http://ie.irem.org>

Be sure to credit Chapter 77 on your entries!!

Last year we not only exceeded the 2012 chapter goals by 12%, but we increased our submittal rate over 2011 by almost 20%!! Let's see if we can make this year even better!

TYPE	GOAL	LAST YEAR
Office	92	86
Condos	2	3
Apartments	78	86
Shopping	5	8
Total	177	183

If you have any questions, please contact srhobbs2010@aol.com or Matt O'Hara at IREM National (MOHARA@irem.org).



Fun Question of the Quarter

We asked the Executive Council and committee volunteers: **Snow or Tropics? What is your favorite winter getaway destination?** Here is what some had to say...



St. Martin

Maj-Lene Keech: Lake Tahoe.

Charlotte Wilson: Cabo San Lucas

Rick Reed: Puerto Vallarta or St. Martin

Anja Mottern: The BEACH!

Amy Waldron: This year - Key Largo, FL with 4-6 neighborhood families.

Elaine Gooding: This year - Newfane, NY with a high of 9 degrees

Leigh Carter: Jamaica is the favorite (but Florida turns out to be the usual destination).

Benjamin Underwood: Costa Rica!



Newfane, NY

Community Action Committee

by Melissa Steele, CPM®

With the proceeds collected through the 50/50 raffles throughout 2012, the Community Outreach Committee was able to sponsor two families and one individual in December as part of Fairfax County's VIVA program. We look forward to another year of successful fundraising through the 50/50 raffles at our General Membership Meetings to allow us to continue this work sponsoring families in need at the holidays!

We are excited to announce that the IREM Chapter 77 Community Action Committee will be participating in the following service events in 2013:



May 9th: Food for Others Warehouse Volunteer Event - Fairfax, VA

May 19th: Cystic Fibrosis Walk - Reston, VA

June 29th: Special Love, Service Event for Family Weekend - Front Royal, VA

September 16th: Food for Others Warehouse Volunteer Event - Fairfax, VA

October 4th: Carpenters Shelter: Service Event - Alexandria, VA

We hope that many of you will consider volunteering at one or more of these service events. Please contact msteele@eandggroup.com with any questions.

IYP News

by Ebony Landon, CPM®

It's 5 O'clock Somewhere!

Join us for a February Happy Hour, February 29, 2013 (5PM-7PM) at [Bell20: An American Tavern](#). Sponsored by IYP, [Minkoff Company, Inc.](#), and the Chapter 77 Friends of IREM.

Bell20: An American Tavern
1999 Jefferson Davis Hwy.



Arlington, VA 22202

Please park in the garage on 20th Street under the Crystal City Marriott.

For updated IYP news, please join the "[IYP IREM Chapter 77](#)" facebook page.

Friends of IREM Vendor Tips

by Evalyn Cohn, Kevco Building Services

Cleaning Green in 2013

When pressure washing parking garages, loading docks, sidewalks and building facades, it is important to be mindful of what is being flushed into waste water and sewage systems. Responsible property owners and managers should not only understand current EPA standards, they should exceed compliance by minimizing or eliminating the impact on the environment.

Cleaning companies should look for ways to capture or recycle water used in pressure washing applications. Or, better yet, employ a recycling and filtering system that purifies the used water down to a micron level. This is truly Cleaning Green.

[Kevco Building Services](#) has been a leader in the Exterior Maintenance Industry for over 30 years. They would be happy to schedule a free demonstration of their PowerBoss system to show you how easy it is to clean problem areas with little or no impact on the environment.



Job Placement

by Elaine Gooding, CPM®

IREM Chapter 77 can be a resource for finding individual employment or filling staffing needs for your company. Please make sure that your Human Resources Department is aware that they can utilize our website to recruit new employees. We post jobs, personal resumes and review a listing of websites helpful to job seekers.

Please contact Elaine.gooding@cassidyurley.com for additional



information.

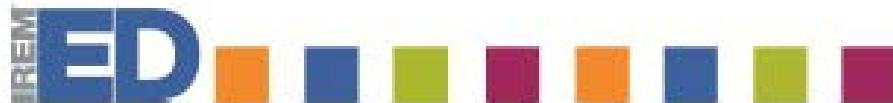
Education Opportunities

by Katherine Shiplett, CPM®

The Region 3 Education Committee is excited for this year of educational offerings. We have just finalized the calendar of course and seminar offerings, so watch for these in the mail. You can also visit www.iremregion3education.org to view the most up to date education offerings and register for courses and seminars.

The seminar focus this year is on being prepared for a variety of circumstances. With current events, it is important that we are all aware of situations that can occur at our properties. From active shooters to violent weather, IREM Region 3 will be bringing you the latest from industry experts on how to prepare your property, your staff and yourself for these events.

We encourage you to sign up for all of our upcoming seminars, and remember, you will get a discount for registering five or more people at a time!



Region 3 Education 2013 Calendar

Many courses and seminars are now available for the 2013 calendar year. You may find out more by going to www.iremregion3education.org. Not only will you be able to view all of the upcoming courses and seminars, but you can register for them online as well.

UPCOMING COURSES:

TRACK	CLASS		DATE	LOCATION	FEES Member/Nonmember
Asset Management	ASM603	Investment RE Financing & Valuation, Part 1	Mar. 11-12	Pavilion at Mark Center	\$599/\$745
	ASM604	Investment RE Financing & Valuation, Part 2	Mar. 13-14	5708 Merton Ct. Alexandria, VA 22311	\$599/\$735
	ASM605	Investment RE Financing &Valuation, Part 3	Mar. 15		\$330/\$410
	RES201	Successful Site Management	Mar. 18-23	CBRE 750 9th Street, NW,	\$765/\$960

				9th Floor, Washington, DC 20001	
CPM CAPSTONE	MPSAXM	Management Plan Skills Assessment	Apr. 15 - 18	638 Independence Pkwy, Norfolk, VA	\$1295
	CPM001	CPM Certification Exam Preparation Course	Apr. 19 (AM)		\$170/\$200
	CPM001	CPM Certification Exam	Apr. 19 (PM)		\$100

UPCOMING SEMINARS:

SEMINAR	DATE	TIME	LOCATION	COST
Residential Finance/Budgeting for Property Managers: <i>Expert Strategies & Lessons Learned</i>	Feb. 28	9:00 am - 12:00 (Half-Day Seminar)	Kaplan University 1390 Piccard Rd. #100 Rockville, MD 20850	\$75
Violence in the Workplace/Active Shooter Scenarios: <i>What Property Managers Need to Know</i>	Mar. 29	8:30 am - 12:00 (Half-Day Seminar)	CBRE 750 9th St., NW 9th Fl. Washington, DC 20001	\$75
Blueprint Reading: <i>Understanding What You See for Residential and Commercial Managers</i>	Apr. 5	8:30 am - 12:30 (Half-Day Seminar)	COPT 8661 Robert Fulton Dr., #190 Columbia, MD 21046	\$75

To view and register for an upcoming course, please visit the [2013 Region 3 Education Course Calendar](#).

To view and register for an upcoming seminar, please visit the [2013 Region 3 Professional Seminars Calendar](#).

Friends of IREM® **Friends of IREM** **Appreciation Event**

Following the Annual Installation and Awards Dinner held on November 14, 2012, Chapter 77 hosted an Appreciation Event for our Friends of IREM. Enjoying the "afterglow" that included a dessert/drink/specialty coffee bar, chapter members were able to express their appreciation to our vendor Friends who have so loyally supported us through the years. Special recognition was given to three vendors who have been Friends of IREM for over 15 years: Valcourt, Kevco Building Services and CSG.



Friends of IREM Directory By Specialty

Access Control

[Datawatch Systems, Inc.](#)
[Kastle Systems, Inc.](#)

Construction Engineering & Consulting

[Construction Systems Group, Inc.](#)
[Construction Insight, Inc.](#)

Disaster Recovery / Property Restoration

[C&C Complete Services](#)
[Minkoff Company](#)
[Servicemaster of Alexandria](#)

Janitorial Services

[ABM Industries, Inc.](#)
[Pritchard Industries, Inc.](#)

Landscaping - Exterior

[BRICKMAN](#)
[TruGreen Landcare](#)
[ValleyCrest Companies](#)

Parking Garage Cleaning

[Clean & Polish, Inc.](#)
[EXTRA CLEAN, INC.](#)
[Kevco Building Services](#)

Elevators & Escalators

[ThyssenKrupp Elevator](#)

Exterior Building Maintenance

[EXTRA CLEAN, INC.](#)

[Kevco Building Services](#)

[Valcourt Building Services](#)

Facilities Operations & Maintenance

[ABM Industries, Inc.](#)

[Emcor Combustioneer](#)

[Trimark Corporation](#)

General Construction

[C&C Complete Services](#)

HVAC/Electrical/Plumbing

[Emcor Combustioneer](#)

[Trimark Corporation](#)

Irrigation Management

[TruGreen Landcare](#)

[ValleyCrest Companies](#)

Safety & Fire Protection

[Emcor Combustioneer](#)

Security

[ABM Industries, Inc.](#)

[Allied Barton](#)

[American Security Programs](#)

[Kastle Systems, Inc.](#)

Snow & Ice Removal

[TruGreen Landcare](#)

[ValleyCrest Companies](#)

Specialty Cleaning

[C&C Complete Services](#)

Waterproofing & Caulking

[Clean & Polish, Inc.](#)

[Valcourt Building Services](#)

Window & Facade Cleaning

[Clean & Polish, Inc.](#)

[EXTRA CLEAN, INC.](#)

[Kevco Building Services](#)